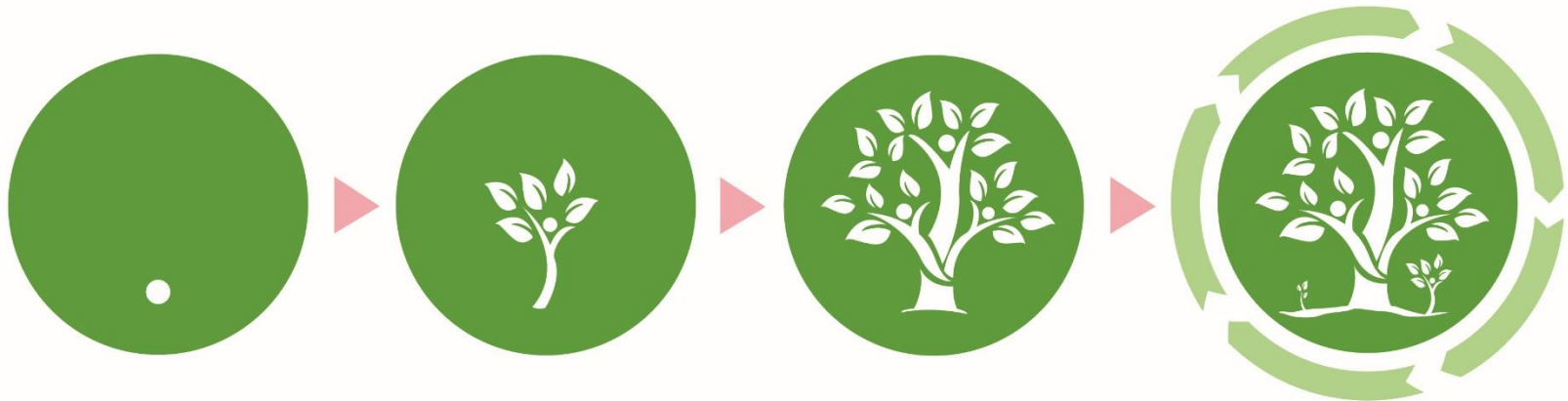


Recorded Webinar:

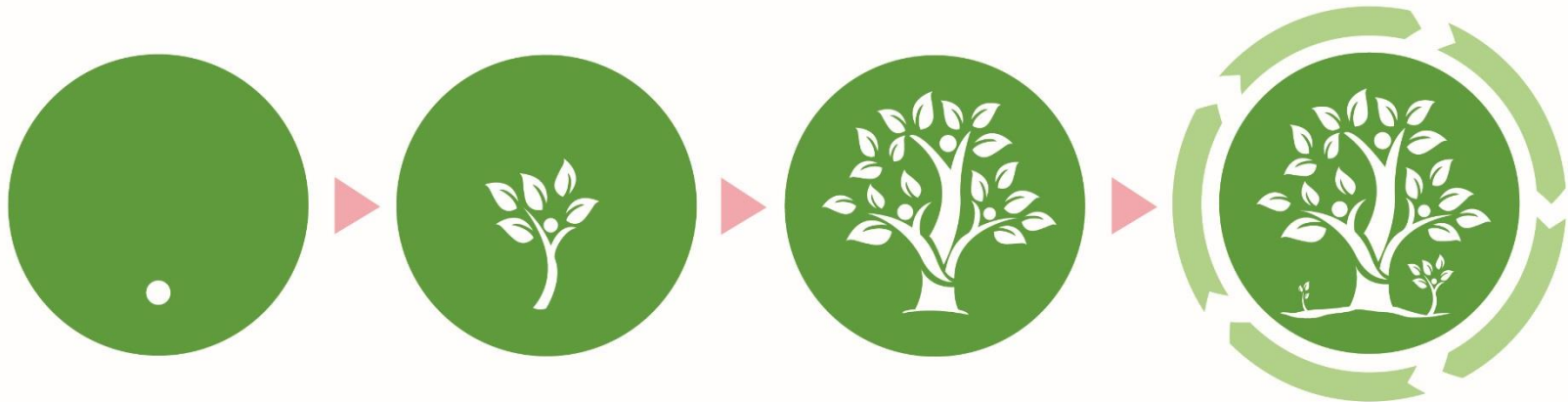
<http://energizingentrepreneurs.adobeconnect.com/p26enl1srcs/>



Preliminary Findings TAC Meeting

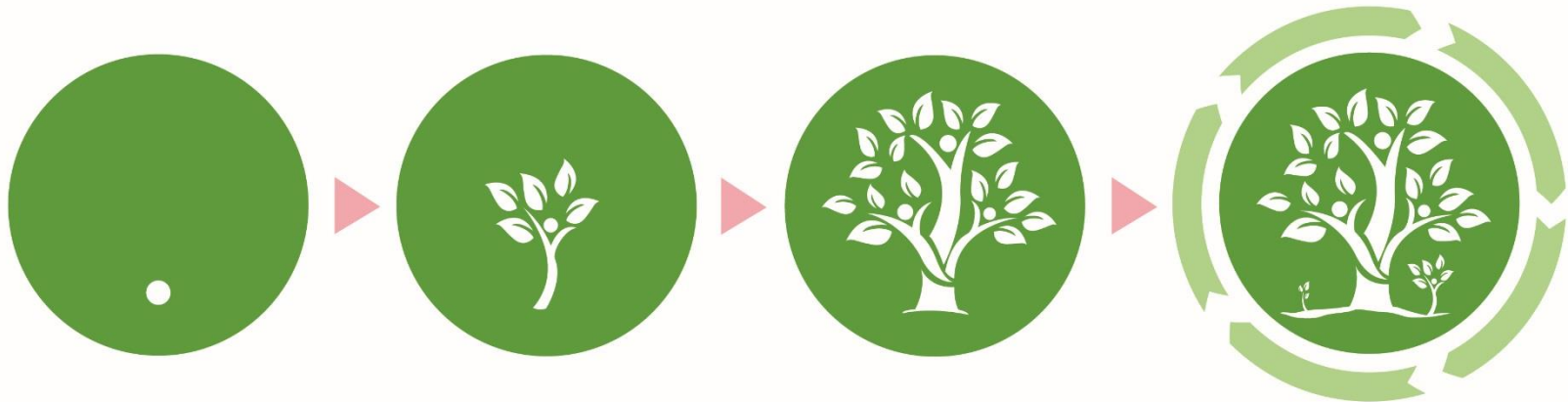
Rural Maryland Transfer of Wealth Opportunity Project

May 10, 2017

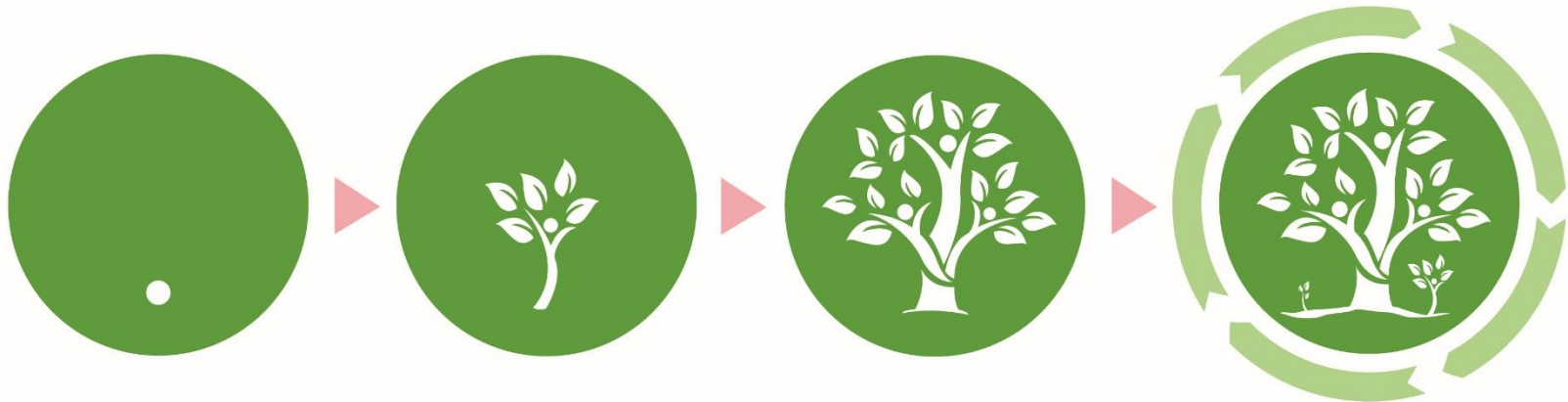


Charlotte Davis

Welcome & Introductions



Don Macke



2nd TAC Flow



1. Welcome & Introduction
2. Session Review
3. Preliminary TOW Scenario Findings
4. Potential Adjustment Factors
5. Critical Issues and TAC Guidance
6. Next Steps
7. Wrap Up & Thanks

Please refer to the agenda for greater detail.



Transfer of Wealth

Preliminary Findings



Philanthropic Opportunity

TOW is the inter-generational transfer of household wealth or estates.



Keep in Mind...

Real Dollars

All TOW findings are presented in real dollars.

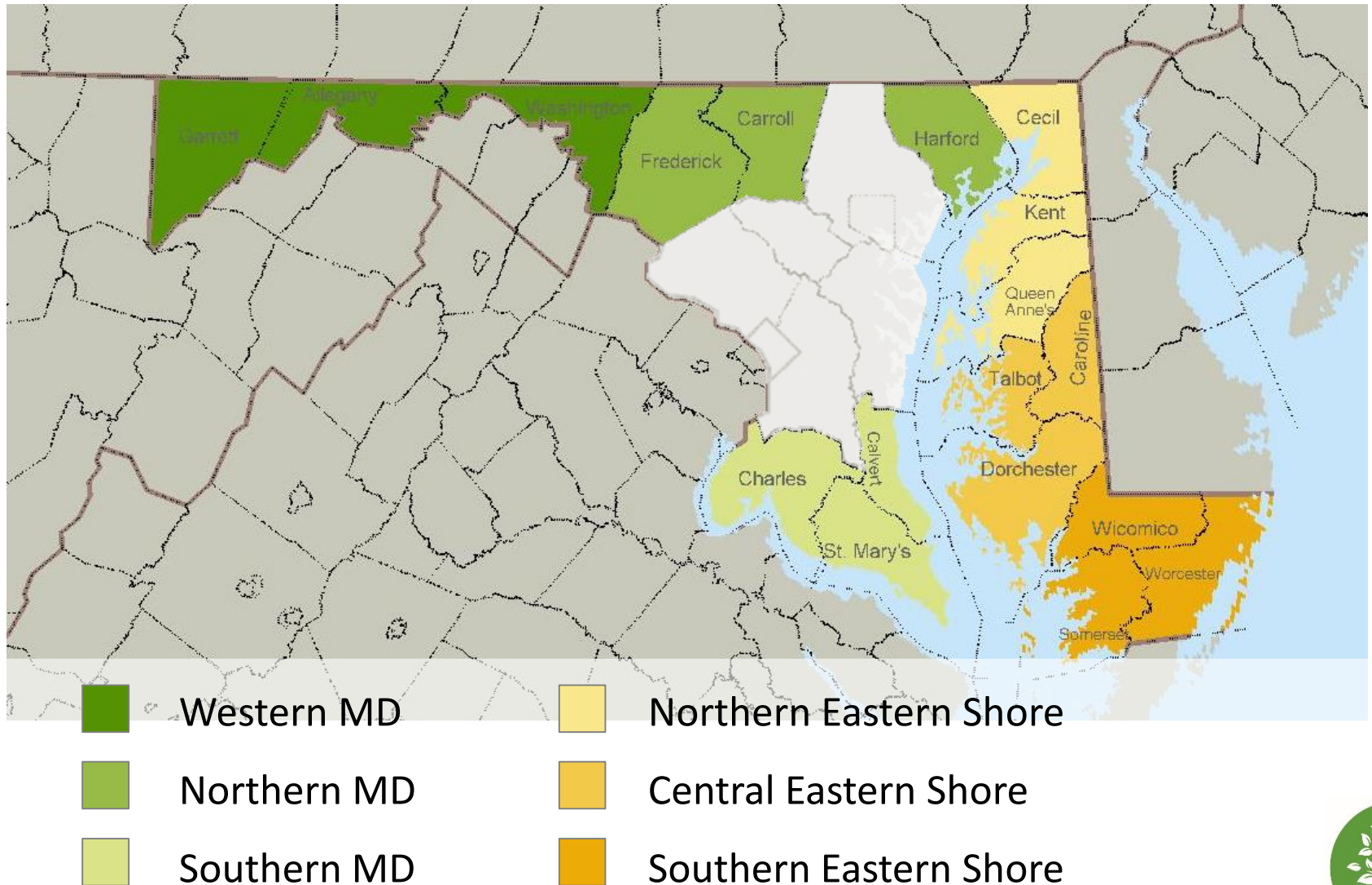
Real dollars mean that we have attempted to remove inflationary influences and so a \$1 in 2066 has the same purchasing power as a \$1 in 2016.

Likely Scenarios

Our findings are likely scenarios based on reasonable assumptions and available research. Our findings are conservative in that we have made adjustments to provide the “most likely” TOW scenario.



Regional Analysis

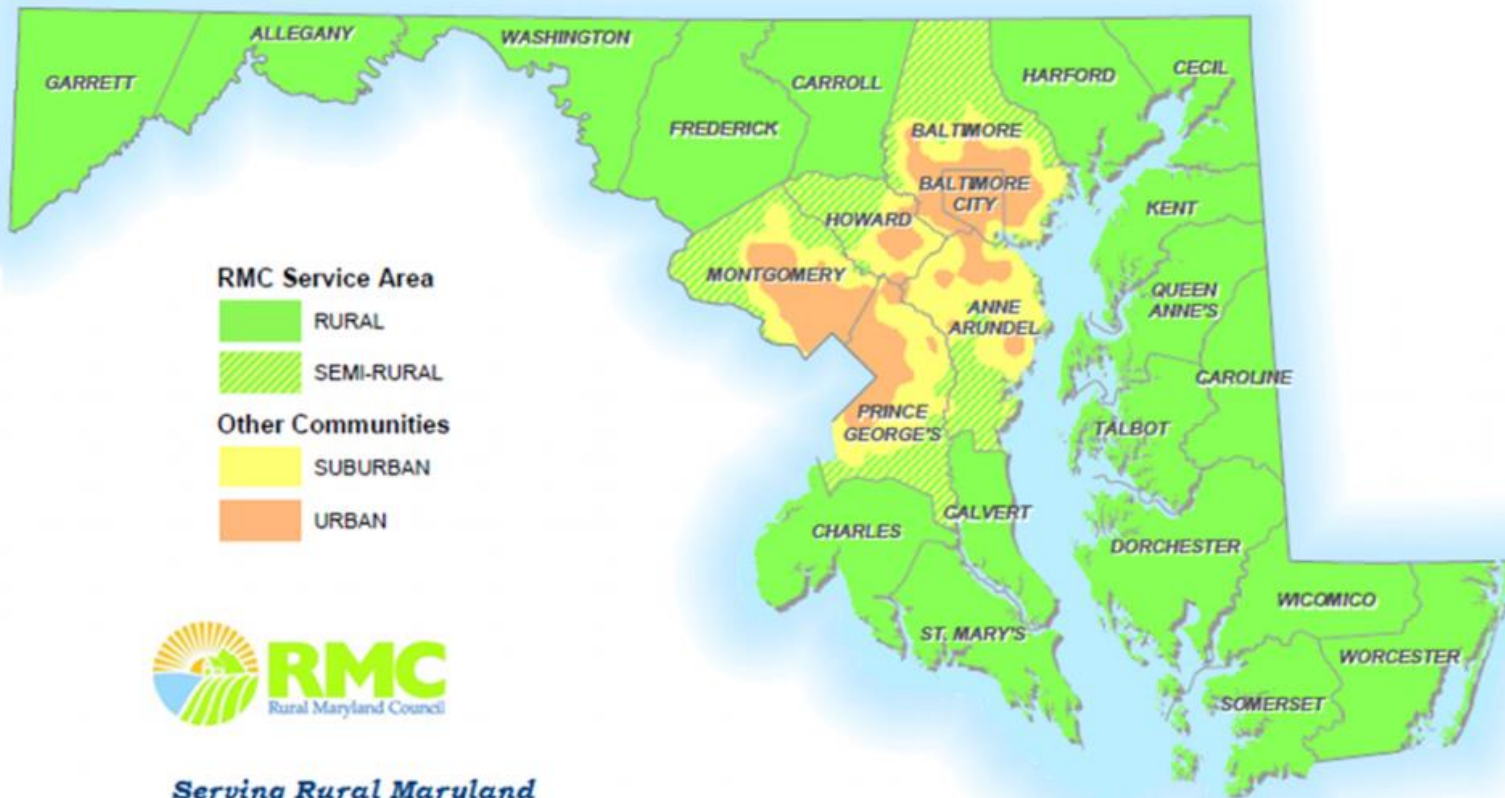


U.S. – Maryland – Rural Maryland

	US	Maryland	Rural Maryland
2016 Current Net Worth			
Total Net Worth	<i>\$69,929 billion</i>	<i>\$1,941 billion</i>	<i>\$528 billion</i>
Per Household NW	<i>\$574,193</i>	<i>\$867,900</i>	<i>\$812,500</i>
10-Year TOW (2017-2026)			
10-Year Value	<i>\$7,543 billion</i>	<i>\$201 billion</i>	<i>\$57 billion</i>
Per Household	<i>\$59,600</i>	<i>\$90,000</i>	<i>\$90,300</i>
50-Year TOW (2017-2066)			
50-Year Value	<i>\$89,704 billion</i>	<i>\$1,896 billion</i>	<i>\$648 billion</i>
Per Household	<i>\$708,200</i>	<i>\$847,800</i>	<i>\$996,100</i>



Maryland Urbanization Map



Western Maryland

	Regional	Allegany	Garrett	Washington
2016 Current Net Worth				
Total Net Worth	<i>\$48,455 million</i>	<i>\$12,884 million</i>	<i>\$5,604 million</i>	<i>\$29,966 million</i>
Per Household	<i>\$492,439</i>	<i>\$444,298</i>	<i>\$455,938</i>	<i>\$524,741</i>
10-Year TOW (2017-2026)				
10-Year Value	<i>\$5,364 million</i>	<i>\$1,516 million</i>	<i>\$534 million</i>	<i>\$3,313 million</i>
Per Household	<i>\$54,513</i>	<i>\$52,286</i>	<i>\$43,442</i>	<i>\$58,027</i>
50-Year TOW (2017-2066)				
50-Year Value	<i>\$47,818 million</i>	<i>\$11,284 million</i>	<i>\$5,484 million</i>	<i>\$31,049 million</i>
Per Household	<i>\$485,965</i>	<i>\$389,129</i>	<i>\$446,148</i>	<i>\$543,709</i>



Northern Maryland

	Regional	Carroll	Frederick	Harford
2016 Current Net Worth				
Total Net Worth	<i>\$231,723 million</i>	<i>\$60,545 million</i>	<i>\$83,540 million</i>	<i>\$87,638 million</i>
Per Household	<i>\$945,266</i>	<i>\$993,764</i>	<i>\$925,918</i>	<i>\$932,404</i>
10-Year TOW (2017-2026)				
10-Year Value	<i>\$24,449 million</i>	<i>\$6,324 million</i>	<i>\$8,599 million</i>	<i>\$9,525 million</i>
Per Household	<i>\$99,734</i>	<i>\$103,799</i>	<i>\$95,312</i>	<i>\$101,343</i>
50-Year TOW (2017-2066)				
50-Year Value	<i>\$273,925 million</i>	<i>\$67,835 million</i>	<i>\$108,785 million</i>	<i>\$97,304 million</i>
Per Household	<i>\$1,117,421</i>	<i>\$1,113,416</i>	<i>\$1,205,726</i>	<i>\$1,035,251</i>



Southern Maryland

	Regional	Calvert	Charles	St. Mary's
2016 Current Net Worth				
Total Net Worth	<i>\$119,496 million</i>	<i>\$35,106 million</i>	<i>\$51,469 million</i>	<i>\$32,921 million</i>
Per Household	<i>\$924,155</i>	<i>\$1,086,775</i>	<i>\$919,422</i>	<i>\$802,551</i>
10-Year TOW (2017-2026)				
10-Year Value	<i>\$12,808 million</i>	<i>\$3,654 million</i>	<i>\$5,297 million</i>	<i>\$3,857 million</i>
Per Household	<i>\$99,051</i>	<i>\$113,113</i>	<i>\$94,619</i>	<i>\$94,026</i>
50-Year TOW (2017-2066)				
50-Year Value	<i>\$158,445 million</i>	<i>\$41,076 million</i>	<i>\$70,307 million</i>	<i>\$47,062 million</i>
Per Household	<i>\$1,225,381</i>	<i>\$1,271,591</i>	<i>\$1,255,938</i>	<i>\$1,147,288</i>



Northern Eastern Shore

	Regional	Cecil	Kent	Queen Anne's
2016 Current Net Worth				
Total Net Worth	<i>\$53,483 million</i>	<i>\$25,149 million</i>	<i>\$6,156 million</i>	<i>\$22,178 million</i>
Per Household	<i>\$808,097</i>	<i>\$652,896</i>	<i>\$744,718</i>	<i>\$1,143,274</i>
10-Year TOW (2017-2026)				
10-Year Value	<i>\$6,180 million</i>	<i>\$2,930 million</i>	<i>\$786 million</i>	<i>\$2,465 million</i>
Per Household	<i>\$93,381</i>	<i>\$76,060</i>	<i>\$95,068</i>	<i>\$127,055</i>
50-Year TOW (2017-2066)				
50-Year Value	<i>\$68,942 million</i>	<i>\$30,346 million</i>	<i>\$9,092 million</i>	<i>\$29,505 million</i>
Per Household	<i>\$1,041,674</i>	<i>\$787,818</i>	<i>\$1,099,878</i>	<i>\$1,520,936</i>



Central Eastern Shore

	Regional	Caroline	Dorchester	Talbot
2016 Current Net Worth				
Total Net Worth	<i>\$31,289 million</i>	<i>\$6,378 million</i>	<i>\$7,520 million</i>	<i>\$17,391 million</i>
Per Household	<i>\$734,787</i>	<i>\$522,661</i>	<i>\$544,672</i>	<i>\$1,049,363</i>
10-Year TOW (2017-2026)				
10-Year Value	<i>\$4,043 million</i>	<i>\$735 million</i>	<i>\$873 million</i>	<i>\$2,436 million</i>
Per Household	<i>\$94,953</i>	<i>\$60,236</i>	<i>\$63,215</i>	<i>\$146,958</i>
50-Year TOW (2017-2066)				
50-Year Value	<i>\$40,808 million</i>	<i>\$7,498 million</i>	<i>\$7,671 million</i>	<i>\$25,639 million</i>
Per Household	<i>\$958,322</i>	<i>\$614,437</i>	<i>\$555,621</i>	<i>\$1,547,022</i>

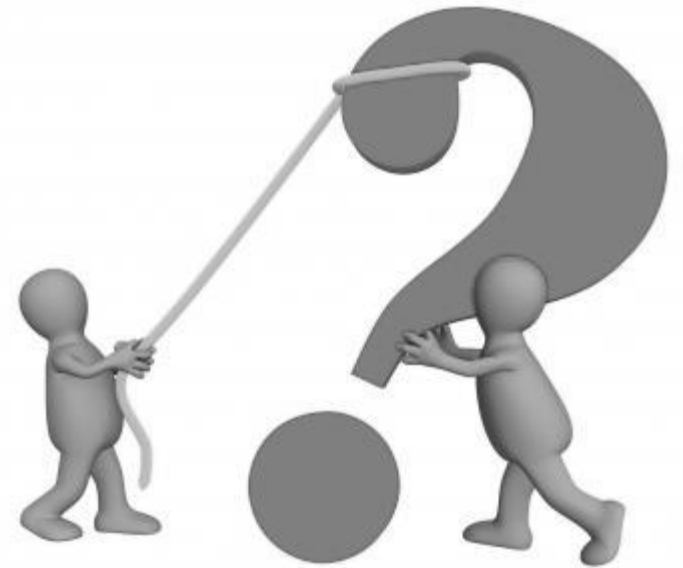


Southern Eastern Shore

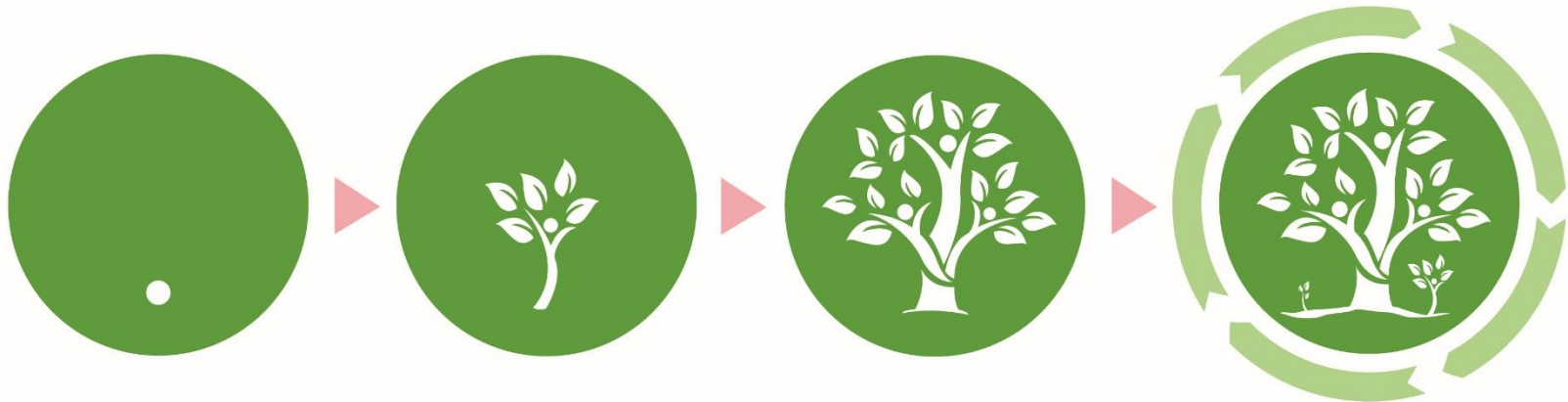
	Regional	Somerset	Wicomico	Worcester
2016 Current Net Worth				
Total Net Worth	<i>\$43,804 million</i>	<i>\$3,577 million</i>	<i>\$18,044 million</i>	<i>\$22,183 million</i>
Per Household	<i>\$638,871</i>	<i>\$404,464</i>	<i>\$476,372</i>	<i>\$1,015,594</i>
10-Year TOW (2017-2026)				
10-Year Value	<i>\$5,836 million</i>	<i>\$396 million</i>	<i>\$2,090 million</i>	<i>\$3,351 million</i>
Per Household	<i>\$85,118</i>	<i>\$44,746</i>	<i>\$55,163</i>	<i>\$153,415</i>
50-Year TOW (2017-2066)				
50-Year Value	<i>\$57,672 million</i>	<i>\$2,922 million</i>	<i>\$18,152 million</i>	<i>\$36,598 million</i>
Per Household	<i>\$841,135</i>	<i>\$330,352</i>	<i>\$479,221</i>	<i>\$1,675,597</i>



Questions & Discussion



Adjustment Factors

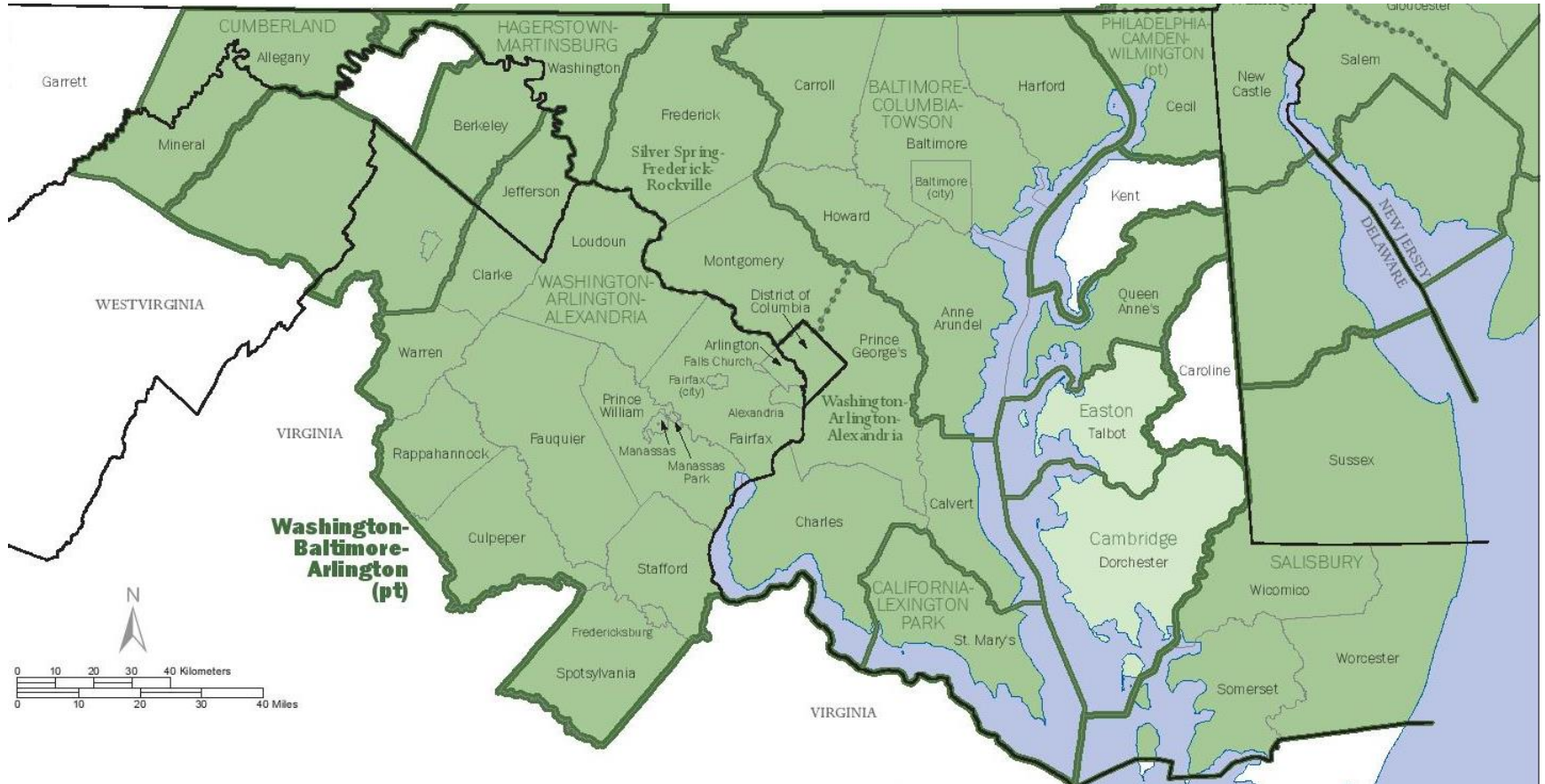


Scenario Adjustments

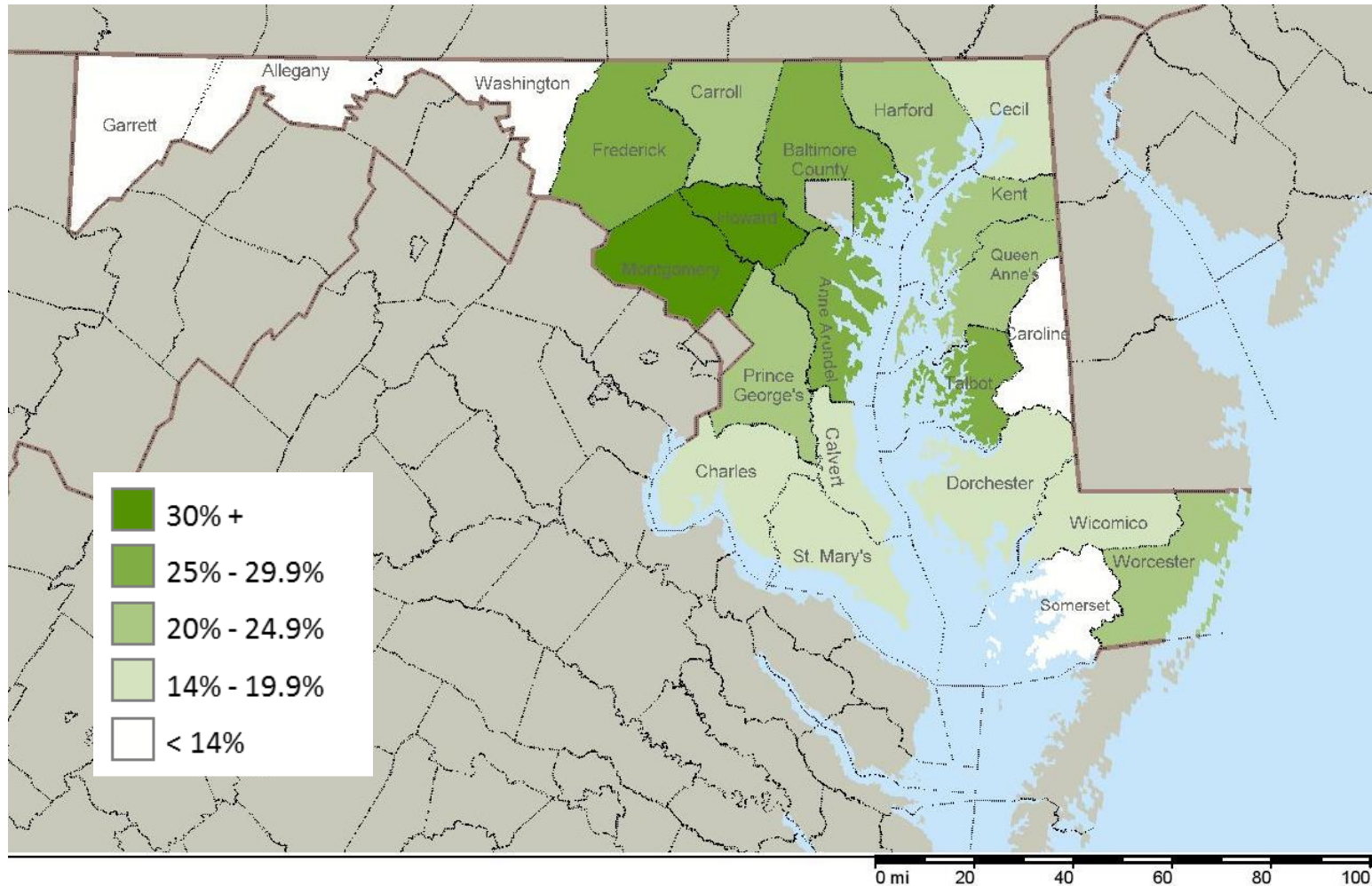
1. Demographic Trends and Urban Growth Hubs
2. Educational Attainment
3. Dividends, Interest and Rent Income
4. Special Populations
5. Group Quarters Residents
6. Former Residents
7. Factors Impacting Future Growth
8. The Federal Government and Defense
9. Creative Class, Entrepreneurship and Innovation
10. Real Estate and Agricultural Wealth
11. Seasonal and Vacation Homes
12. Climate Change, Extreme Weather Events and Sea Level Rise
13. Energy and Other Natural Resource Development



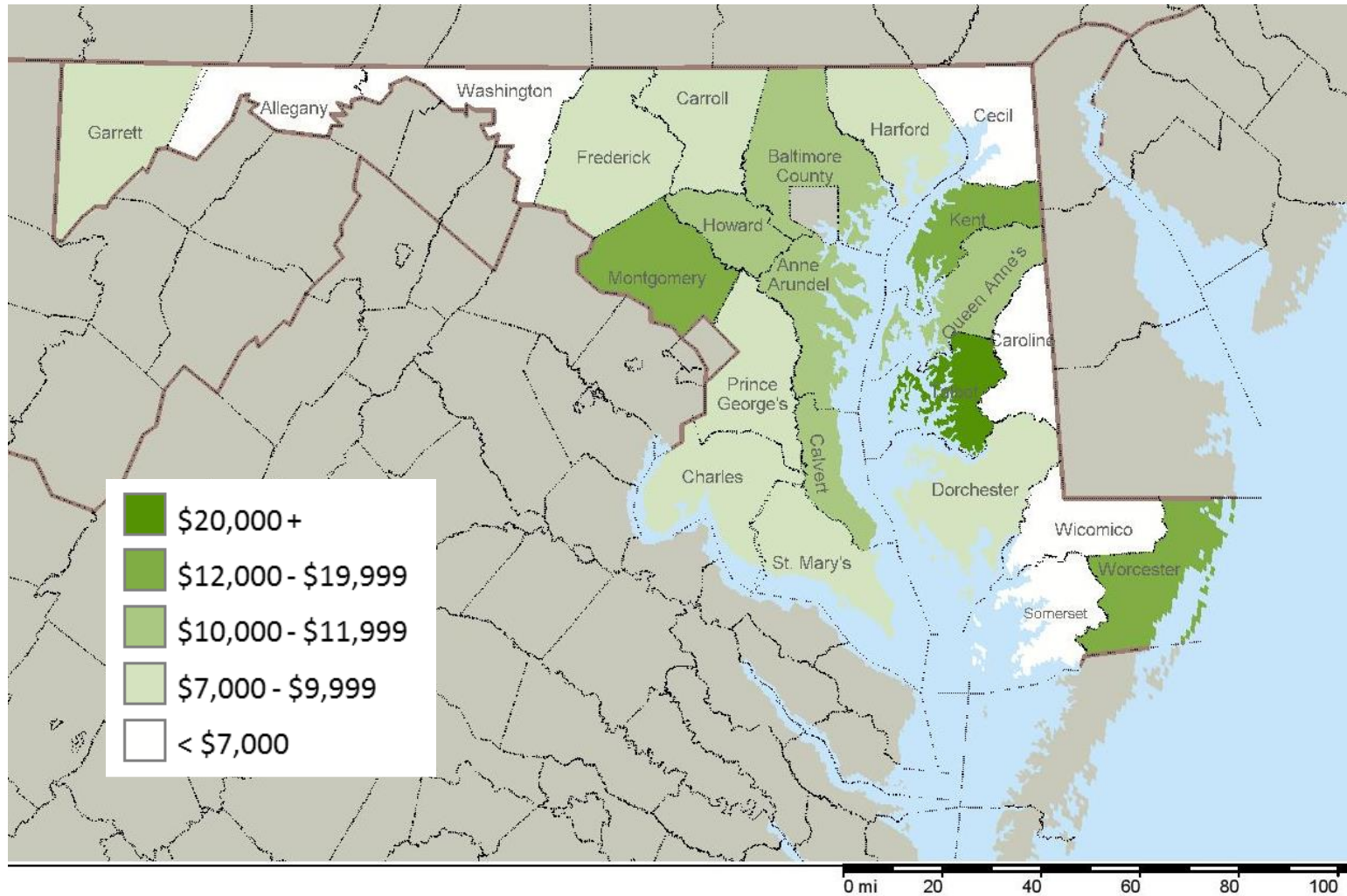
Demographics & Urban Growth Hubs



Educational Attainment



Dividends, Interest and Rent Income



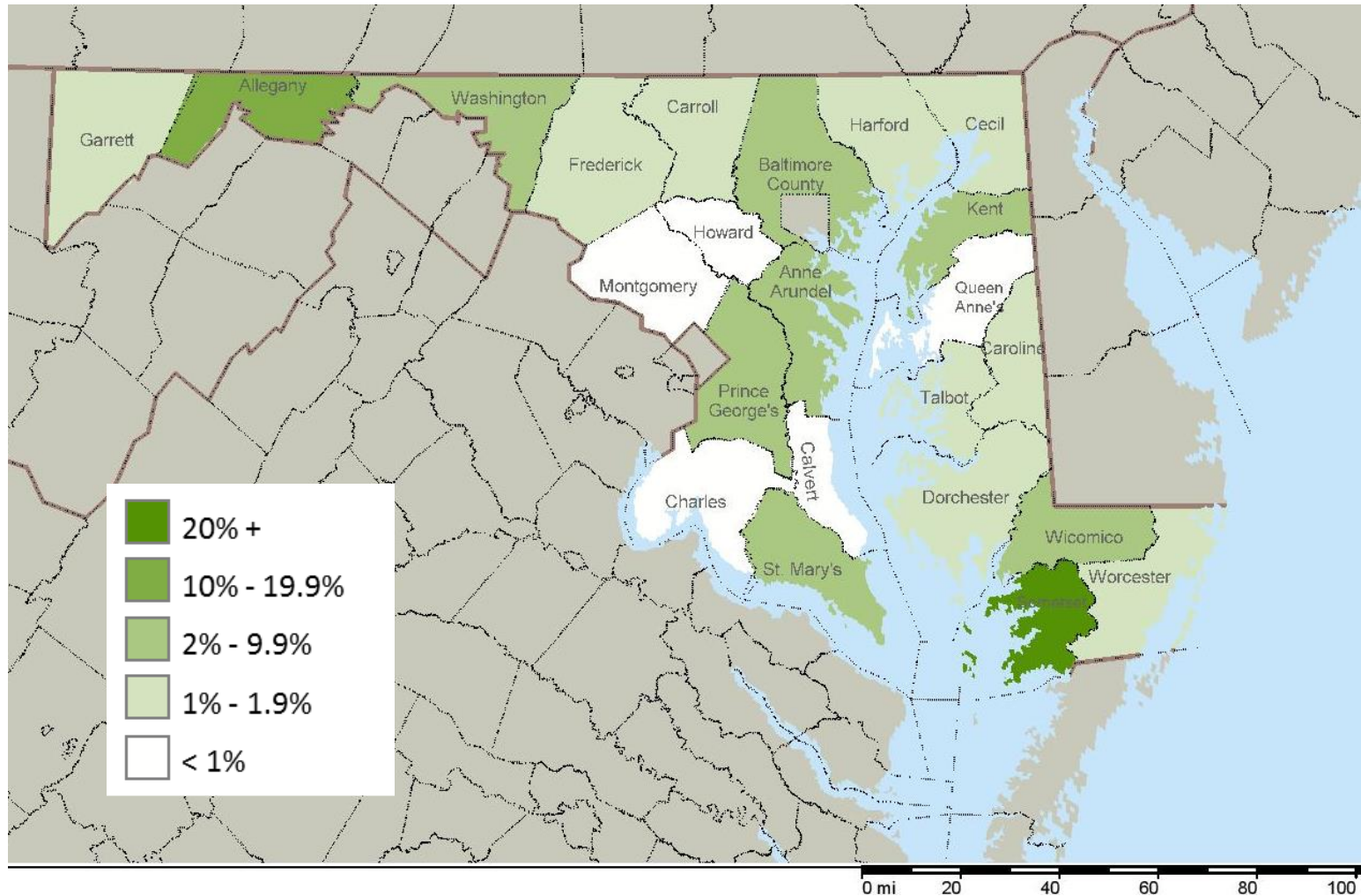
Special Populations

What? Special populations can include Tribal Reservations, Amish and other insular communities, pockets of first generation immigrants and high concentrations of union workers.

Why? Special populations often have unique cultural and socioeconomic characteristics that vary significantly from the general population. For example, Mormon communities are very productive, entrepreneurial and financially successful when compared to American average benchmarks. However, these communities have deep ties to the Church and philanthropy is often predominately focused on Church related or sponsored activities. This tendency in philanthropic behavior may challenge the potential for giving to more secular charities.



Group Quarters



Former Residents

What? Many communities ranging from rural counties in Western Kansas to inner-city neighborhoods in New York produce young adults who leave and succeed financially in life. We call these “former residents,” and they can represent a potential donor class not included in our base TOW scenarios.

Why? For some of these former residents, they continue to have connections to their “hometowns.” There may be family, friends or real estate connections that are strong. Some of these first generation former residents continue to come home and follow their hometown’s development. Former residents can represent another donor pool for some communities where these connections are strong and being cultivated. Again, our base TOW scenarios do not capture this TOW potential.

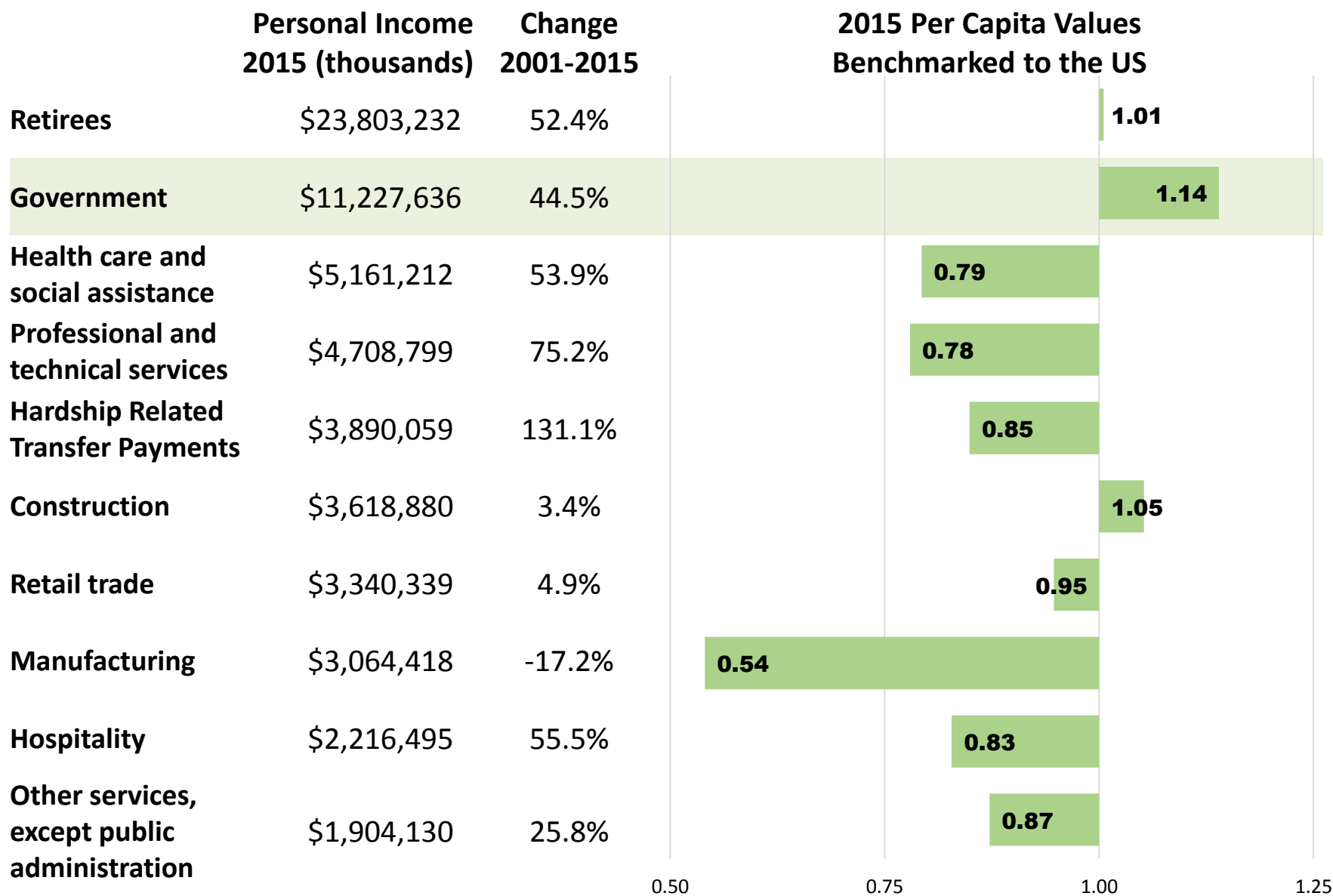


Future Growth Factors

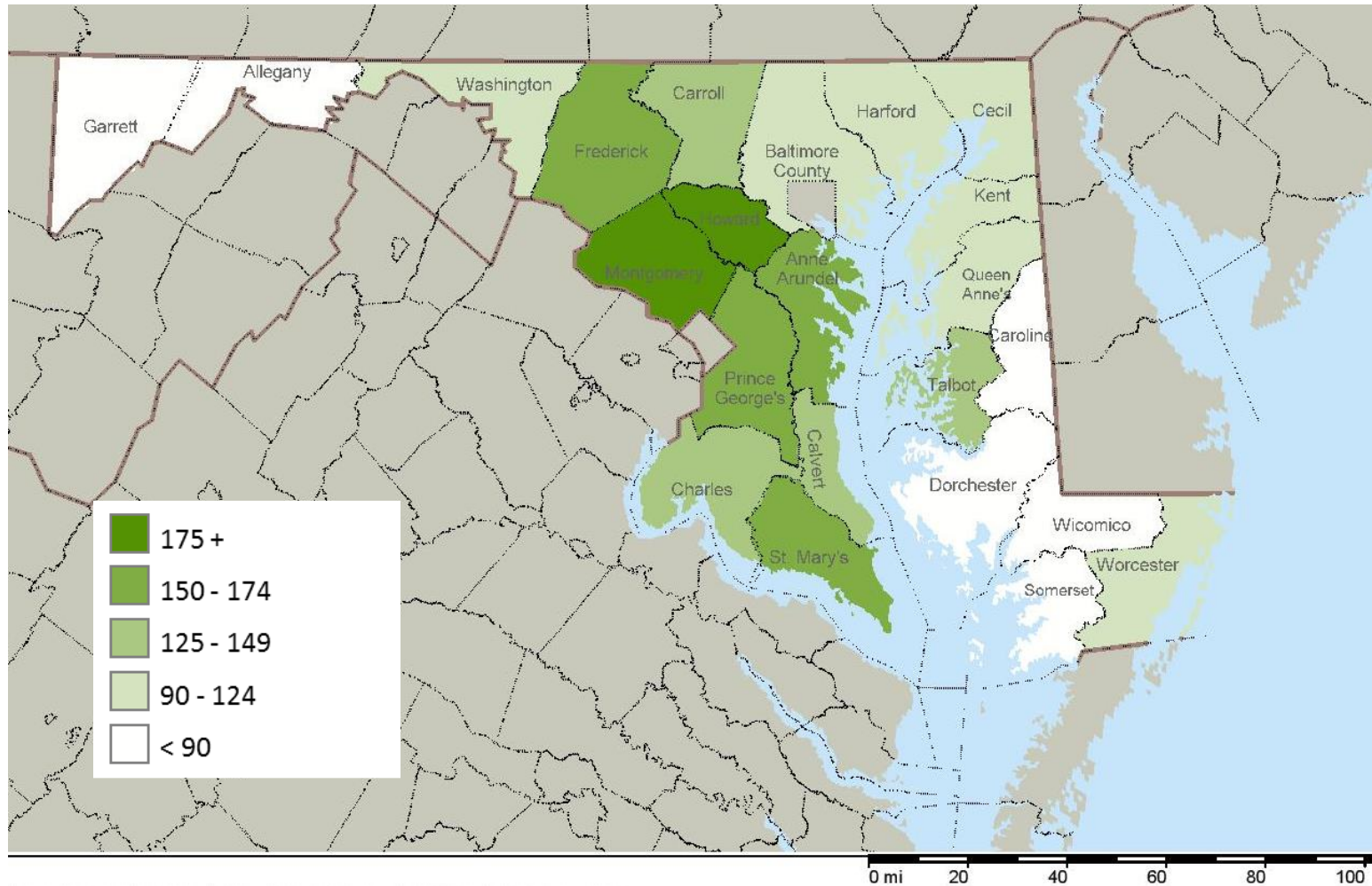
Our 50-year scenarios are heroic. Think about the dramatic changes over the last two generations or 50 years in America or Maryland. Profound changes can and do occur over these long periods. Cultural, demographic and economic changes can impact future growth and shape our TOW scenarios. For example as a rural county experiences increasing urbanization, there can be associated increases in congestion, perceptions of safety and rising costs of living and doing business. Rural spaces fill up with urbanization and further urbanization becomes harder and more costly.



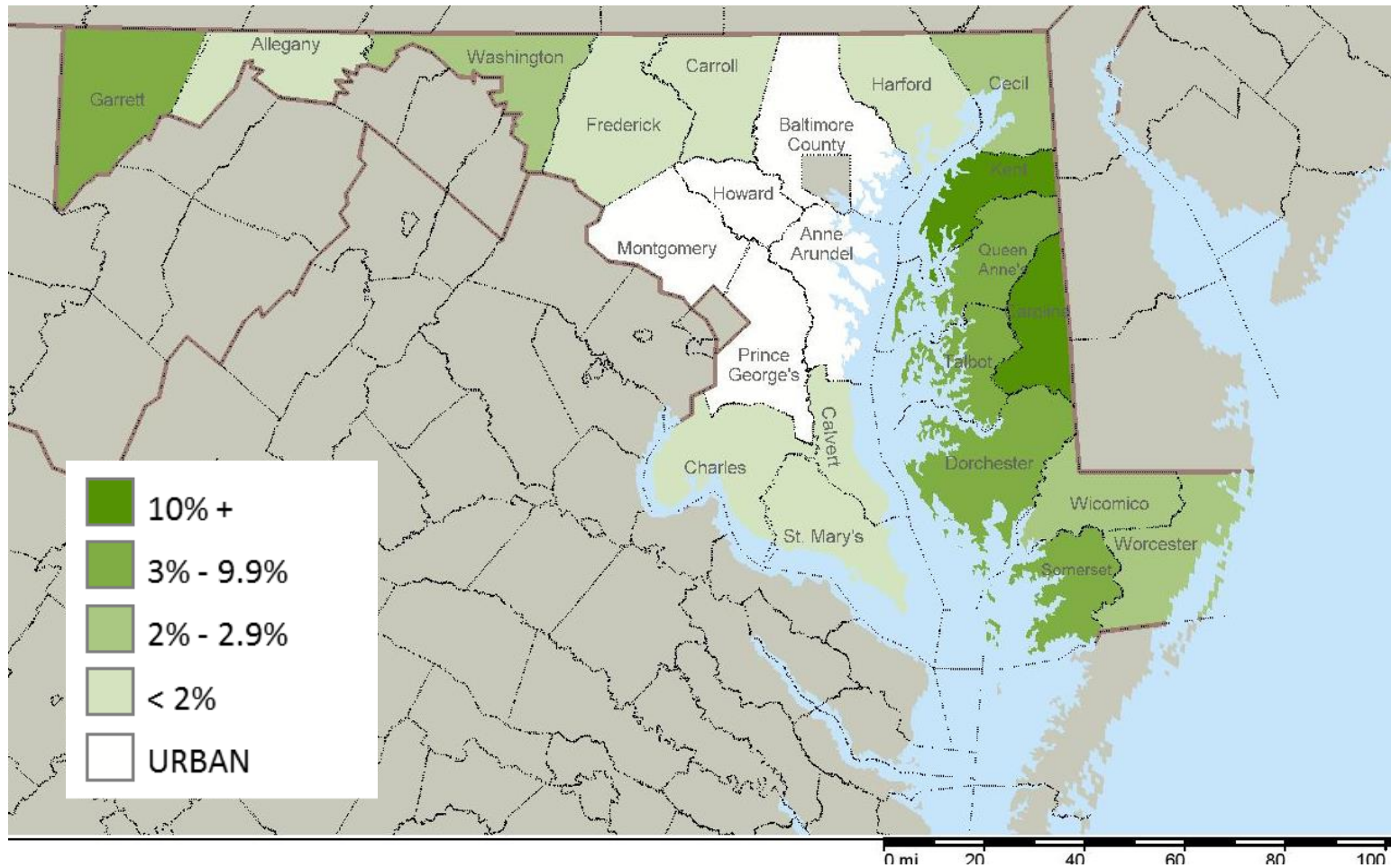
Federal Government



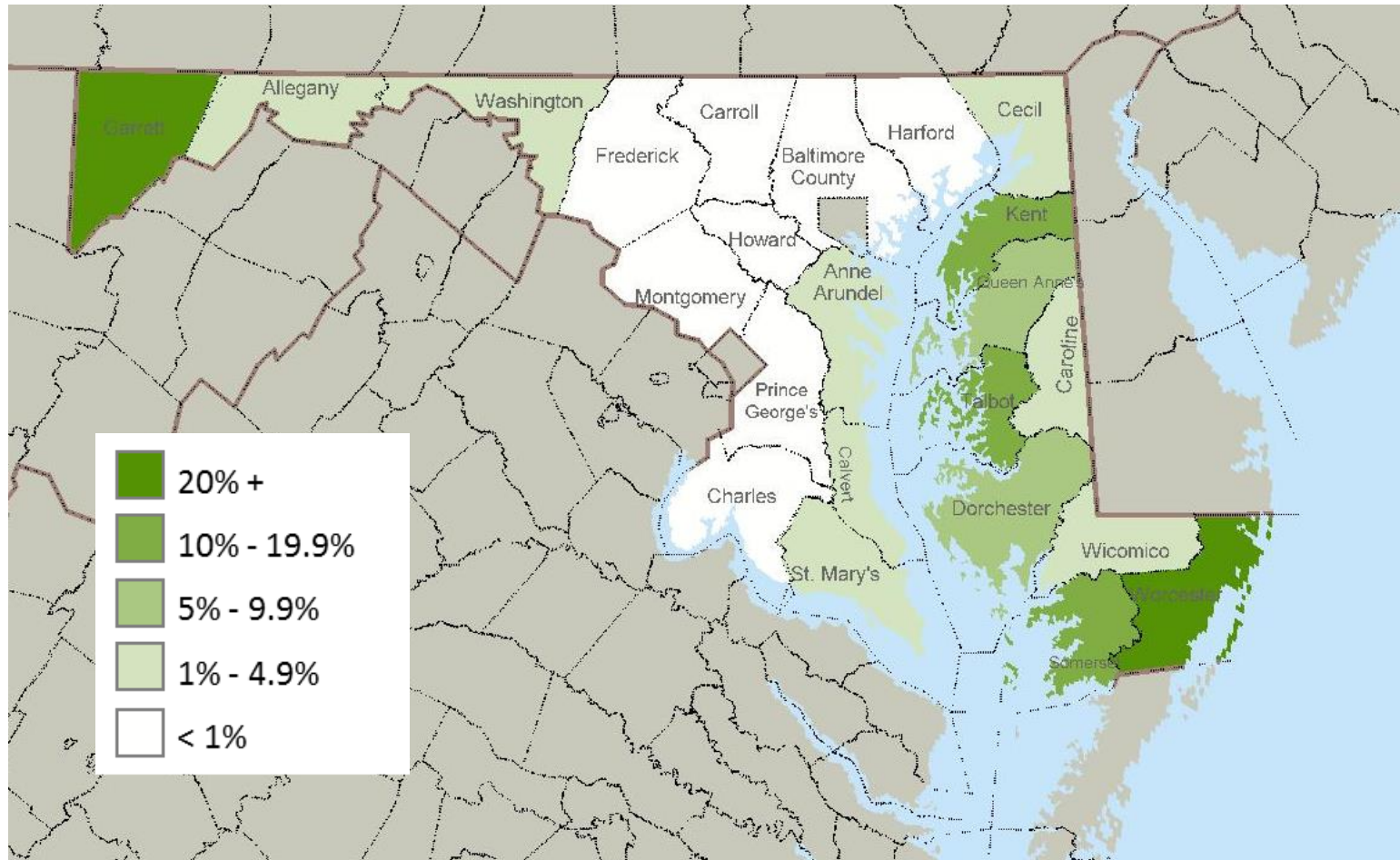
Creative Class



Agricultural Wealth



Seasonal Homes



Other Factors

Climate Change

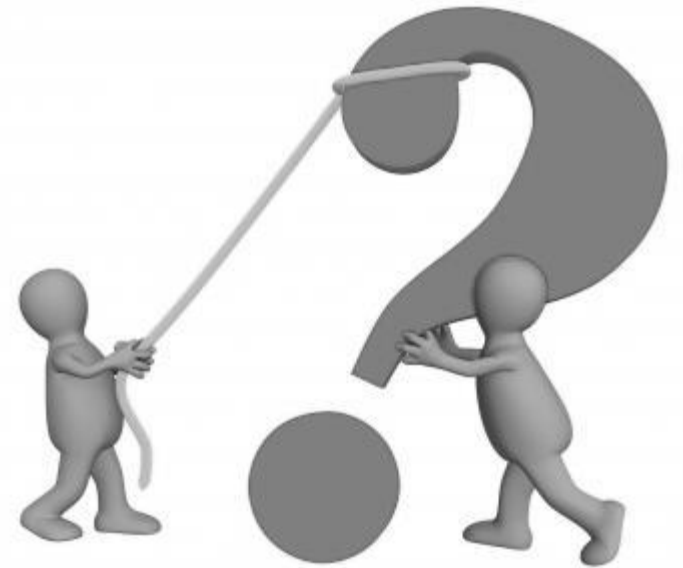
Extreme Weather Events

Sea Level Rise

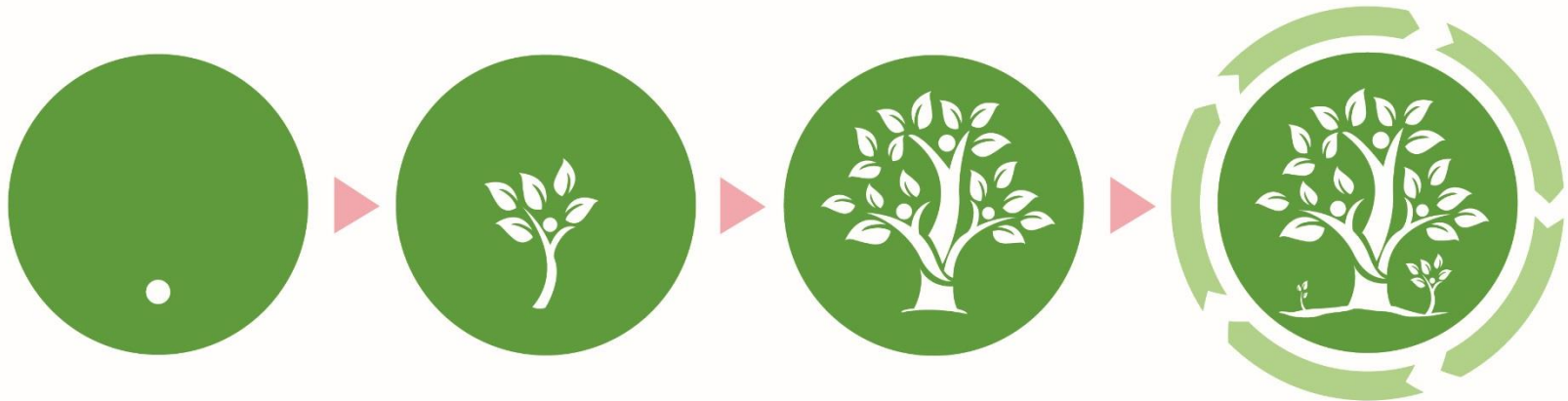
Energy & Natural Resource Development



Questions & Discussion

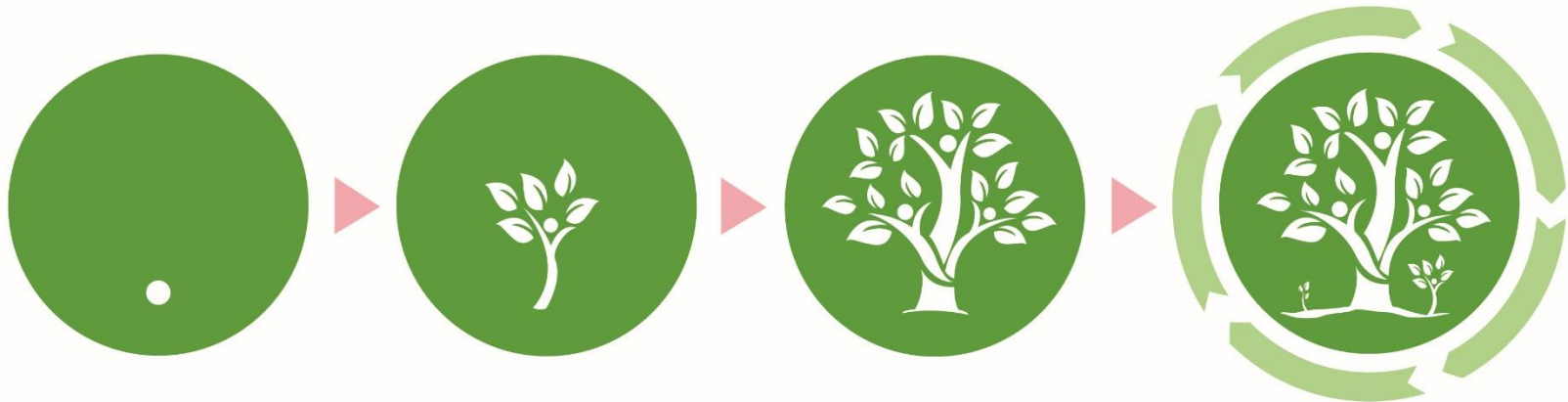


Critical Questions & TAC Guidance



Next Steps – Don

Wrap Up & Thanks - Charlotte



Project Schedule



February – Project Start

March – Model Development

March 28rd – First TAC Meeting

April – Ground-Truthing

Preliminary TOW Findings

May – Research & Refined Scenarios

May 10th - Second TAC Meeting

June – Final Findings

June 29th - Third TAC Webinar

July – Project Closeout



Online resource

<https://goo.gl/xFccDP>

Dana Williams – dana@e2mail.org or 402.323.7336



Questions & Discussion



For More Information

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Transfer of Wealth

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